

File

STATINTL

February 12, 1968

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With reference to the Dataphone system, we have been requested to point out to you that since receiving a cable from you indicating that we should proceed, we have had no further communication with regard to the contract from either yourselves or the customer.

You will appreciate that the amount of work we can do or the amount of cost we can incur pending receipt of a definitized purchase order is relatively slight and that prompt action is essential to avoid delaying completion of the equipment. You have already begun to handle this matter as a direct transaction between yourself [] and it may be simpler in this instance to keep to this channel, but I would be glad if you would forward the material to me for transmission [] so that we may review the terms, conditions and scope of the definitized order. The delay involved in this routing will only be a day or so and relatively negligible.

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Our position [] is that we now have the basic elements of a specification. There are outstanding points still to be cleared up with the customer and it is our intention to draw up a logic diagram and list the outstanding points for review and then decide whether it would be appropriate for a visit by the customer at this time or whether it would be preferable to defer this until the work is further along.

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The important and urgent thing at this time is to clarify the whole technical and contractual position and I would be glad if you would let me know when some action along these lines can be taken.

Sincerely yours,

[]

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DGP:mr

Manager